



SUPPLIER SESSION DESCRIPTIONS

Monday, April 18th

Training Series 1 | 2:00 PM – 2:45 PM

The More You Learn, the More You Earn!

Julian Bailey, Lanique Bradley, and Mary Chapman

Oceanside 1, 2 & 3

This session will provide information on training opportunities available for suppliers interested in doing business with the State of Georgia Government. You will learn about our monthly supplier webinars, informational sessions, as well as training offered in collaboration with our key partners. You will also receive information on specialized training and networking opportunities such as the Small Business Symposium and the Small Business Readiness Workshop. In addition, Bidders' Conferences, the DBE/MBE Certification Program, and other information geared towards educating suppliers on the State's bid processes will be discussed.

Team Georgia Marketplace™: What's In It For Me?

Margaret Robert and Joel Wilcox

Ben Porter Oceanside Salon 6

This session aims to give both seasoned suppliers and bidders new to Team Georgia Marketplace a better understanding of how to navigate through the various applications. Suppliers will learn how to search and respond to bids, maintain their profiles and where to go for assistance.

Training Series 2 | 3:15 PM – 4:00 PM

What We Do For Georgia's Small Business Suppliers

Carolina Ramon and Donald Lamar

Oceanside 1, 2 & 3

Are You A Growing Small Business in Need of Supplier Development Assistance? Consider How the UGA SBDC Can Help! Providing products and services to gov't agencies and large corporations can be a major undertaking for a small business. Consulting help, or timely trainings, with issues like strategic planning, marketing and competitive research, or financial readiness – can be invaluable. Learn more about how we can help: the statewide network of the UGA Small Business Development Center (SBDC).

Catch the Wave and Get on Board!

Travis Horsley, Alex Irby, Dr. Carl Hall, Kiaja Williams, Brian Hardman, Gerald Schaefer, SPD Contracts Management Team

Ben Porter Oceanside Salon 6

This session is specifically designed for incumbent suppliers holding Statewide Contracts with SPD. We realize improved onboarding of our Statewide Contract suppliers is critical to building a successful relationship with the State. In addition, we realize the importance of obtaining supplier feedback on our processes such that SPD can improve. Today's onboarding opportunity deals with the quarterly sales report submission and

administrative fee payment processes. These somewhat “cumbersome” processes clearly needed changing and SPD is doing just that! Members of the SPD team will be reviewing the improvements we are making to the quarterly sales report submission procedures. SWC Suppliers will also be introduced to our new administrative fee payment guidelines and upcoming changes to the supplier portal. Don’t get wiped-out . . . Together, let’s line-up, take-off, pop-up, hang-ten and catch the wave of changes.

Training Series 3 | 4:30 PM – 5:15 PM

Monday Morning Quarterbacking – Supplier Debriefing

Alicia Pope, Matt Taylor, and Ricky Beal

Oceanside 1, 2 & 3

In this session, we will highlight our new bidding forms and ways we’ve made it easier for small businesses and other suppliers to be successful. In addition, common mistakes to avoid when responding to a RFx.

Grow your State Business!

Dr. Carl Hall, Eric Mercier, Jeanette Rakestraw, Daniel Garnett, Donnie Treadway, Barbara Burns, Osborne Johnson, Jessica Sherman

Ben Porter Oceanside Salon 6

We will discuss the processes to get to a signed contract, including do’s and don’ts of procurement, and the State’s contracting policies. We will also identify pitfalls that you will need to avoid in order to get to contract award.

Afternoon Session | 3:45 PM – 5:00 PM

Statewide Contract Pipeline and Future Opportunities

Jim Barnaby, Clarence Ingram, Tetchjan Simpson and Ricky Beal

Ballrooms A & B

This supplier focused session reviews upcoming statewide contract solicitations. Attendees will learn about the various goods, service and technology categories that are likely to be sourced in the next 12 to 36 months. In addition, suppliers will receive advice about how to put their best foot forward in order to secure a statewide contract.